

Message Text

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PAGE 01 DAMASC 03052 110809Z

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ACTION NEA-10

INFO OCT-01 IO-10 ISO-00 EB-07 /028 W

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R 110750Z AUG 75

FM AMEMBASSY DAMASCUS

TO SECSTATE WASHDC 4220

USDOC WASHDC

INFO AMEMBASSY BEIRUT

USMISSION GENEVA

UNCLAS DAMASCUS 3052

BEIRUT FOR RCAA DWOR

E.O. 11652: N/A

TAGS: EAIR, BEXP, SY

SUBJ: DEMONSTRATION OF ROCKWELL INTERNATIONAL EXECUTIVE JET

1. SUMMARY: VISIT OF ALLIS-CHALMERS CHAIRMAN DAVID C. SCOTT PROVIDED GOOD OPPORTUNITY TO SHOW OFF HIS CHARTERED ROCKWELL INTERNATIONAL SABRE-60 EXECUTIVE JET AIRCRAFT. RECOMMEND ROCKWELL FOLLOW UP EMBASSY CONTACTS RE SABRELINERS AS NOTED BELOW. ALSO REQUEST STATE/USDOC INFORM US WHENEVER US-MADE EXECUTIVE JET AIRCRAFT KNOWN TO BE HEADING FOR DAMASCUS. END SUMMARY.

2. VERY USEFUL VISIT OF ALLI-CHALMERS CHAIRMAN SCOTT AND HIS EXECUTIVES (STATE 179427) AUGUST 6 TO 9 (TO BE REPORTED SEPTTEL) ALSO PROVIDED OPPORTUNITY TO ACQUAINT SYRIANS WITH HIS CHARTERED EXECUTIVE JET, ROCKWELL INTERNATIONAL SABRE-60. WE ONLY LEARNED JUST PRIOR TO VISIT THAT EXECUTIVE JET AIRCRAFT WAS INVOLVED AND THEREFORE WERE NOT ABLE TO ARRANGE FULL DEMONSTRATION TO SYRIAN ARAB AIRLINES AND SYRIAN AIR FORCE AS WE HAVE DONE FOR CESSNA, GRUMMAN AND LOCKHEED (LEARJET DEMONSTRATED ON THEIR OWN). RECOMMEND THAT WHENEVER STATE/USDOC LEARN OF VISITING AMERICAN EXECUTIVE, HE BE ASKED WHETHER HE WILL BE USING COMMERCIAL EXECUTIVE JET AND, IF SO, PLEASE GIVE US FULL DETAILS BEFOREHAND OF AIRCRAFT MAKE, ORIGIN OF CHARTER, AND ADDRESS OF CHARTER COMPANY SO WE CAN ATTEMPT

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TO DOUBLE POSSIBLE COMMERCIAL RETURN OF VISITING COMPANY

EXECUTIVE AND AMERICAN AIRCRAFT INDUSTRY COMMERCIAL JET.

3. ON BEHALF OF PILOT OF SABRE-60, JAMES R. DALE, ROCKWELL INTERNATIONAL GENERAL AVIATION DIVISION SALES REP., PO BOX 153, 1215 AIRPORT, GENEVA (TEL 33-50-36), WE HAVE PROVIDED SABRE-60 AND SABRE-75A BROCHURES TO MAJOR GENERAL ASAD MOKAYYED, CHAIRMAN OF SYRIAN ARAB AIRLINES (SAA), WHO HAS HAD KEEN INTEREST IN DIVILIAN EXECUTIVE JET AIRCRAFT FOR SAA NAVIGATION/COMMUNICATIONS TRAINING AND COMMERCIAL VIP TRAVEL USE IN SYRIA. WE WANT TO MAINTAIN HIS INTEREST IN US EXECUTIVE JETS AND RECOMMEND ROCKWELL INTERNATIONAL IN GENEVA AND ST. LOUIS, MISSOURI (TEL 314/731-2260 FOLLOW UP BY SENDING FURTHER MATERIAL TO MOKAYYED. DALE ALSO PROMISED DEMONSTRATION FLIGHT WHENEVER SYRIANS REQUESTED IT. WE ARE ALSO SENDING LETTERS (AITH COPIES TO DALE VIA US MISSION GENEVA) TO FOLLOWING WHO ARE KEY DECISION MAKERS. RECOMMEND ROCKWELL ALSO FOLLOW UP WITH THEM IN DAMASCUS:

A. MAJOR GENERAL NAJI JAMIL, DEPUTY MINISTER OF DEFENSE, COMMANDER SYRIAN AIR FORCE, HEADQUARTERS SYRIAN AIR FORCE;

B. CAPTAIN MOUWAFK TINAWI, CHIEF PILOT, SYRIAN ARAB AIRLINES (TINAWI PROVIDED VERY NECESSARY ASSISTANCE FOR SABRE-60 FLIGHT CLEARANCE DAMASCUS; EUPHRATES DAM; HE IS ALSO SYRIAN PRESIDENT ASAD'S PERSONAL PILOT);

C. COLONEL MITRI RAAD, SYRIAN AIR FORCE, SYRIAN AIR FORCE HEADQUARTERS (HE JOINED AUGUST 8 SABRE-60 FLIGHT AND FLEW AIRCRAFT).

4. ACTION REQUESTED:

A. STATE/USDOC/CAGNE: PASS INFO PARA 3 TO ROCKWELL VICE PRESIDENT, JET AIRCRAFT SALES, ST. LOUIS;

B. GENEVA: PASS TO DALE'S OFFICE AS HE STILL FLYING WITH SCOTT PARTY;

C. BEIRUT: INFORM US IF ROCKWELL HAS JET AIRCRAFT SALES REP IN BEIRUT.
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